



SAUFLON

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A Company Profile

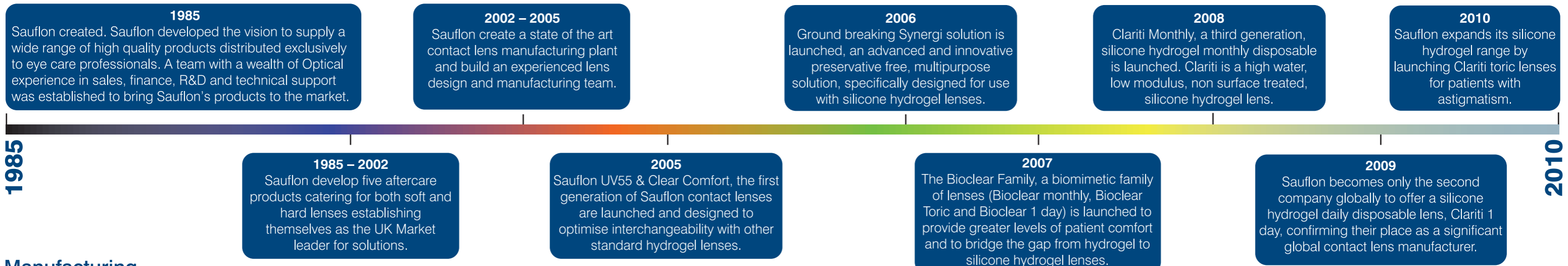
Sauflon Group Companies

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Germany	+49 6026 99770
The Netherlands	+31 165 59 3670
Hungary	+36 1225 3020
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Italy	+39 06 9774 7996
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Sauflon Pharmaceuticals is a privately owned manufacturer of contact lenses and solutions, and one of only four companies that produces both product types. With three manufacturing plants, sales offices in 10 different countries and products sold to over 50 countries, Sauflon has established itself as a high quality and innovative global supplier of contact lenses and aftercare products.

History

Established in 1985 as a privately owned British company based in Twickenham, England, Sauflon originally specialised in the contact lens aftercare market and grew to become the UK market leader for contact lens solutions, manufacturing and distributing four multipurpose solutions and one preservative free peroxide system. In 2004 Sauflon began manufacturing contact lenses to complement its extensive solutions range. Sauflon now has a contact lens portfolio that consists of nine different lenses from standard hydrogels through to the latest generation of silicone hydrogel lenses:



Manufacturing

Sauflon has three manufacturing and distribution sites. Ashford, Kent in the UK is home to Sauflon's solution manufacturing plant and is the primary UK warehousing and distribution centre for lenses and solutions. The Ashford plant produces over 3,560,000 litres of solutions each year which are then sold and distributed globally.

In 2004 Sauflon opened its first contact lens manufacturing plant in Southampton, England. This state-of-the-art multi-faceted contact lens production facility produces in excess of 100 million lenses each year, and is the base for an experienced and highly skilled R&D team.

To meet the rapidly increasing demand and the growing contact lens portfolio, in 2007 Sauflon invested over \$42 million in a new state-of-the-art contact lens manufacturing plant located in Budapest, Hungary, at the heart of Europe. This 145,000 sq. foot facility allows for continued manufacturing expansion to meet Sauflon's ever growing global demand for all lens types, whilst aiding the distribution across the whole of Europe.

In both contact lens production facilities Sauflon employ the same highly sophisticated robotic manufacturing platform which allows for the start-up manufacturing and R&D in Southampton to be transferred seamlessly to a high volume process in Hungary. Producing all lens types on the same platform also allows for greater flexibility in meeting the varying demands from a global customer base.



Lens Production, Fareham



Lens Production, Hungary

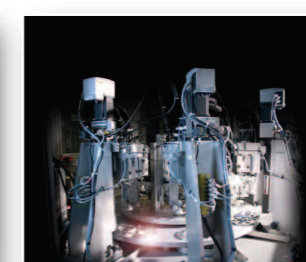


Distribution Centre, Ashford

Commitment to the Eye Care Professional

Since conception, Sauflon have had a strategy of supporting the Eye Care Professional, doing all they can to ensure that the business generated by the Eye Care Professional continues to return to the practice. This is achieved through a strict policy of only supplying the eye care profession. Sauflon lenses and solutions are not supplied to pharmacies, supermarkets or non optical internet businesses, and to further prevent product substitution lenses are designed with a unique base curve and diameter combination. This means that when an Eye Care Professional prescribes a Sauflon lens and solution they can be confident their patients will return for all of their eyecare needs.

Today Sauflon continues to heavily invest in research and development and is always looking to add to its impressive range of innovative lenses and solutions. This added to Sauflon's commitment to first class customer service and supply chain provides its customers with a range of high quality lenses and solutions that are competitively priced and exclusively available to Eye Care Professionals.



Private Label Products

Due to a carefully planned and implemented corporate strategy, Sauflon are able to combine the highest quality products with a unique ability to provide private label packaging. This commitment is achieved through:

- Sauflon's Technical & Regulatory Department who can aid with formal product registrations and health ministry requirements.
- Full in-house artwork and design capabilities to support development of brand packaging and creation of print ready artworks.
- Computerised ordering, packing, dispatch and tracking facilities support streamlined customer service.
- Continued investment, training, research and development to maintain Sauflon's promise of first class quality and service.

This commitment covers the entire range of contact lenses and contact lens aftercare products, in numerous countries and languages. Sauflon is the only manufacturer in the industry with the flexible approach to provide this level of private branding to its customers.